

## Message Text

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PAGE 01 STATE 071877  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES:DMW  
APPROVED BY EB/OCA/CM:JJREILLY  
COM/BIC/OED/MEPD/SMCONGER, DIR.  
OM/BIC/OIM/TMOORE (INFO)  
UR/RPE/RBRESLER (INFO)

-----020048Z 019914 /70

R 011718Z APR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY ATHENS

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E.O. 11652: N/A

TAGS:BENC, GR

SUBJECT:MAJOR PROJECTS: HIMIC PETROCHEMICAL COMPLEX  
AT NEA KARVALI

REF: ATHENS 2368

1. COMMERCE/MEPD IS VERY INTERESTED IN DEVELOPMENTS ON  
SUBJECT PROJECT REPORTED REFTEL. CAN EMBASSY IDENTIFY  
SPECIFIC CHEMICAL FIRMS WHICH HIMIC HAS ALREADY CONTACTED  
OR IS INTERESTED IN CONTACTING FOR POSSIBLE JOINT VENTURES  
OR TECHNICAL COOPERATION ON PROJECTS MENTIONED PARA 3  
REFTEL? DOES HIMIC INTEND TO HIRE A CONSULTANT TO ASSIST  
IN MAKING DECISIONS ON EQUITY PARTNERS AND ON PROJECTS  
IMPLEMENTATION? IF SO, AND IF CONSULTANT IS NOT YET  
CHOSEN, PLEASE ADVISE IMMEDIATELY ON OPPORTUNITY AND  
PROCEDURES, AS WE WOULD HOPE TO SEE U.S. COMPANY GRANTED  
THIS KEY ROLE.

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2. DOES HIMIC INTEND TO SEEK EQUITY PARTNER ON  
ETHYLENE CRACKER, OR WILL IT MAINTAIN TOTAL OWNERSHIP OF  
CORE UNIT? EMBASSY SHOULD KEEP IN MIND THAT WORLD'S  
LEADING ETHYLENE TECHNOLOGY IS OWNED AND LICENSED BY  
U.S. ENGINEERING FIRMS (AS APPOSED TO CHEMICAL OPERATING  
COMPANIES), ALTHOUGH COMPETITION FROM FRENCH, GERMAN,

ITALIAN, JAPANESE, AND BRITISH FIRMS IS EVERPRESENT.  
SINCE ETHYLENE UNIT WOULD BE FIRST TO MOVE FORWARD,  
ASSUME HIMIC MAY ALREADY BE AT STAGE OF TALKING WITH  
POTENTIAL SUPPLIERS OF ETHYLENE TECHNOLOGY; I.E. LEADING  
DESIGN/CONSTRUCTION FIRMS. PLEASE ADVISE STATUS  
ETHYLENE PROJECT, NAMES OF FIRMS HIMIC MAY ALREADY BE  
CONSIDERING, PROBABLE TIMETABLE FOR DECISIONS, ETC.

3. COMMENT: IN VIEW SIZE OF THIS PROJECT AND POTENTIAL  
OPPORTUNITIES FOR U.S. EXPORTS, WE WOULD HOPE TO SEE  
U.S. FIRMS BECOMING INVOLVED IN THIS PROJECT DIRECTLY  
FROM U.S. OFFICES RATHER THAN THROUGH FOREIGN SUB-  
SIDIARIES. RECENT EXPERIENCE WITH MESSOLONGHI SALT  
PROJECT AND FEASIBILITY STUDY SEEMS TO INDICATE THAT  
HIMIC HAS PROPENSITY TO DEAL WITH EUROPEAN SUBSIDIARIES  
OF U.S. COMPANIES. WHILE MANY U.S. ENGINEERING COMPANIES  
TEND TO GENERALLY ASSIGN SOUTHERN EUROPE TO THEIR U.K.,  
FRENCH, OR ITALIAN AFFILIATES, OFTEN THE U.S. PARENT  
WILL JUMP AT A CHANCE TO GO AFTER A BIG PROJECT IN  
THIS AREA IF INVITATIONS OR OTHER APPROACHES ARE MADE  
DIRECTLY TO THE U.S. OFFICES, ASSUMING ADEQUATE LEAD  
TIME IS GIVEN, ESPECIALLY IF FINANCING IS AVAILABLE  
FROM THE U.S.  
CHRISTOPHER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE071877  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** DMW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 ATHENS 2368  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2923853  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECTS: HIMIC PETROCHEMICAL COMPLEX AT NEA KARVALI  
**TAGS:** BENC, GR  
**To:** ATHENS  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/c5948bab-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009